



DTRA Office of Small Business Programs (OSBP) Ed Archer



Agenda

- Importance of small businesses to the U.S. economy
- FAR Policy on small business utilization
- FY 2009 DTRA Small Business Results
- DTRA Small Business Initiatives
- DTRA Industry Partner Survey
- WAWF
- CPARS
- DTRA OSBP Points of Contact



Importance of Small Businesses to the U.S. economy

- **Small firms:**
 - Represents 99.7% of all employer firms
 - Employs just over 50% of all private sector employees
 - Pays 44% of total U.S. private payroll
 - Generated 64% of net new jobs over the past 15 years
 - Creates more than 50% of the nonfarm private gross domestic product (GDP)
 - Hires 40% of the high tech workforce (scientists, engineers, and computer programmers)



Importance of Small Businesses to the U.S. economy (Cont'd)

Small firms:

- Are 52% home-based and 2% franchises
- Made up 97.3% of all identified exporters and produced 30.2% of the known export value in FY 2007
- Produces 13 times more patents per employee than large firms; these patents are twice as likely to be among the 1% most cited



How Important are Small Businesses to the U.S. economy? (Cont'd)

Source: U.S. Dept. of Commerce, Bureau of the Census and International Trade Admin.; Advocacy-funded research by Kathryn Kobe, 2007 (www.sba.gov/advo/research/rs299tot.pdf) and CHI Research, 2003 (www.sba.gov/advo/research/rs225tot.pdf); U.S. Dept. of Labor, Bureau of Labor Statistics.



FAR Policy on Small Business Utilization

- Government policy provides maximum practicable opportunities for small businesses (Ref. FAR 19.201)
- Government policy is implemented through prime contract small business set-asides
- Policy is also implemented by maximizing small business subcontracting opportunities through solicitation evaluation criteria (Ref. DFARS 215.304)



FY 2009 Small Business Results

FY	DTRA Small Business Percentage Results	DoD-wide Small Business Percentage Results	DoD-wide Small Business Percentage Goal
09	22.8%	21.7%	22.4%

DTRA's small business percentage results are in line with DoD-wide percentages



DTRA Small Business Initiatives

- Routinely limit General Services Administration (GSA) order solicitations to small business
- Market research focuses on maximizing small business opportunities
- Actively promotes use of the 8(a) program: 109 actions were executed in FY 09 under the 8(a) program
- Socio-economic subcontracting considerations are used as a source selection evaluation factor



DTRA Industry Partner Survey

- Since 2007 DTRA has been conducting a survey of our industry partners
- Initial survey analysis report dated 7 Feb 2008 is available on our public Web site: www.DTRA.mil
- Our current survey closed 28 Feb 2010, and a final analysis report (of 394 responses) will be published on our public Web site in Jun 2010



Wide Area Workflow (WAWF)

- WAWF Help for DTRA contracts and grants:
 - wawfhelp@dtra.mil
 - 703-767-6840
- Informational Web site for DTRA contractors:
 - <http://www.dtra.mil/Business/DoingBusiness/WAWF.aspx>
 - Reference guide: “How to create invoices”
- Ogden Help Desk (for technical issues and account activation)
 - 866-618-5988 option 2, 3

<https://wawf.eb.mil>



WAWF Helpful Hints

- WAWF disables your account after three unsuccessful attempts in a 60 minute period
 - After 2 unsuccessful logon attempts, click on “Password Reset”
- DTRA Department of Defense Activity Address Codes (DoDAACs) – routing codes for invoices
 - HDTRA1 for Fort Belvoir
 - HDTRA2 for Albuquerque, New Mexico
- Commonly used invoice types
 - Cost voucher – for cost reimbursable items
 - 2-in-1 invoice – for Firm-Fixed-Price (FFP) services
 - Combo – for FFP supplies (or both supplies and service)



Contractor Performance Assessment Reporting System (CPARS)

- All DTRA contracts/task orders over \$1M require an annual report
 - Contractor has 30 days to respond to report
- Request initial access or change of contractor representative to your Contracting Officer's Representative (COR)
 - Include contract number, name of contractor representative, and email address
 - COR will notify Teresa Knight (DTRA Focal Point), who will make the change in CPARS

<http://www.cpars.csd.disa.mil/>



Office of Small Business Programs (OSBP) Points of Contact

- OSBP meets daily with small business concerns interested in learning more about DTRA's mission, business practices, and business opportunities
- To schedule a meeting, e-mail:
Ato Andoh, ato.andoh@dtra.mil, or
Ed Archer, edward.archer@dtra.mil